



# Break Through

the Competition with the Certified Professional in  
Supply Management® (CPSM®)



**What can you do to break through the competition?** Use the globally relevant Certified Professional in Supply Management® (CPSM®) certification to break through barriers in your supply chain career.

The Institute for Supply Management™ (ISM) created the CPSM® to give you a way to show your dedication and expertise in global supply management without using any words. CPSM® — These four letters signify you have cross-functional skills that enable you to lead your organization through the twists and turns of the global economy.

The multidimensional expertise demanded by the CPSM® give you a macro perspective of strategic sourcing, cultural awareness, risk compliance issues, organizational global strategy, logistics and sustainability. Knowledge in areas such as finance, purchasing and benchmarking of global suppliers is also covered in the exams. The integrated skill set required to achieve this certification in areas like commodity management, contract negotiations and supplier relationship management allow you to continually evolve and drive value in every link of the supply chain.

As a CPSM®, you have the potential to earn more (ISM 2012 *Salary Survey*) and have the capacity to effectively manage a global supply chain, whether you work in the nonmanufacturing or manufacturing sector.

For significantly less money and time than other professional development opportunities, you can boost the effectiveness of your practical work experience and education by becoming a CPSM®. Use the shorter, cost-effective and more manageable time frame to break through barriers in your career. Most candidates complete

the program for about US\$1,100 in six to 12 months. Increase your marketability now, not a few years from now.

Globally relevant, the CPSM® defines you as a supply management professional around the world. Since its debut in May 2008, ISM boasts CPSM®s in more than 30 countries, with testing centers in more than 200 countries.

As an added benefit that increases your global marketability, ISM has reciprocity agreements with other organizations outside the U.S. Visit [www.ism.ws/certification](http://www.ism.ws/certification) for eligibility requirements.

# Break Through

stay competitive  
move forward

## CPSM® Eligibility

- Three years of full-time, professional supply management experience (nonclerical, nonsupport) with a bachelor's degree from regionally accredited institution or international equivalent

OR

- Five years of full-time, professional supply management experience (nonclerical, nonsupport) without a qualified bachelor's degree

AND

- Successfully pass three CPSM® Exams, OR, if you are a C.P.M. in good standing, pass the Bridge Exam

Recertify every three years with 60 Continuing Education Hours (CEHs). For added convenience, ISM offers many online courses to earn CEHs, including free web seminars.

*“The CPSM® set me apart and was a factor in me being promoted to a new position. It opened my eyes to the parts of supply management that I do not deal with on a daily basis and gave me many more tools in my toolbox. Coworkers come to me as a resource. They saw how I increased my knowledge, as well as the credibility the CPSM® gives me with them and our customer base. Obtaining my CPSM® and the continued training to keep it has been a real win-win situation for me.”*

— Steve House, CPSM  
Replenishment and MRO Buyer

## CPSM® Exam Content

Exams cover the major areas of supply management. For detailed exam specifications, visit the Certification section of the ISM website at [www.ism.ws](http://www.ism.ws).

### **Exam 1 — Foundation of Supply Management**

165 questions, two hours and 45 minutes

[Contracting and Negotiation](#) | [Social Responsibility](#) | [Cost and Finance](#) | [Sourcing](#) | [International Supplier Relationship Management](#)

### **Exam 2 — Effective Supply Management Performance**

165 questions, two hours and 45 minutes

[Forecasting](#) | [Materials and Inventory Management](#) | [Logistics](#) | [Organization and Department Assessment](#) | [Product and Service Development](#) | [Quality](#) | [Planning](#)

### **Exam 3 — Leadership in Supply Management**

180 questions, three hours

[Leadership](#) | [Strategic Sourcing](#) | [Risk Compliance](#)

## Bridge Exam

Certified Purchasing Managers (C.P.M.s) in good standing only need to pass one Bridge Exam — a single exam covering content not included in the C.P.M. Exams.

### **Bridge Exam — Only for current C.P.M.s**

180 questions, three hours (areas not covered in the C.P.M. Exams)

## How to Prepare for the CPSM® and Bridge Exam

- Set goals and create a realistic time line to study and take your exam(s).
- **Take the CPSM® Diagnostic Kit practice test(s)** to find your strengths and weaknesses. Use the score report to develop a study plan to target areas you need to strengthen — areas in which you scored less than 75 percent. The score report references where to find the answers and explanations in the CPSM® *Study Guide*, the *ISM Professional Series* and the Supplemental Reading List, giving you a personalized study plan.
- For more study help, **take a CPSM® Review Course**. They are available in three formats to fit your schedule — online, self-study workbook or face-to-face seminars. Check the ISM website or your ISM affiliate for details.

### Bonus items:

- **A Supplemental Reading List** is available for those who want additional study in a particular area. The list contains a variety of exam-related titles in supply management.
- **Start or join a CPSM® study group** to help talk through the concepts and divide the research. It also keeps you accountable to a schedule because you don't want to let down your group.
- **Join the CPSM® LinkedIn Group**. This highly interactive group is a forum to ask your peers what they found helpful during their exam preparation.

## Register for the CPSM® Exams

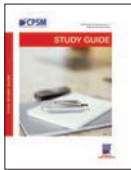
Exam fees: US\$329\* per exam/**US\$199 per exam ISM members**

ISM offers worldwide testing in more than 200 countries through Pearson VUE Testing Centers.

*\*Nonmember price includes one year of ISM Direct membership.*

## Use These Resources to Study

ISM offers a variety of study materials to assist you in preparing for your exams. To meet your personal study preferences, some study materials are available in print or online. ISM best-sellers include the ISM *Professional Series*, CPSM® *Study Guide* and the CPSM® *Diagnostic Kit*.



### CPSM® Study Guide

The CPSM® *Study Guide*, an expanded outline of the exam content, provides information on test specifications, examples of the testing format and question styles. (Bridge Exam content is noted.)

US\$119/**US\$79 ISM members**



### CPSM® and Bridge Exam Diagnostic Kit

The CPSM® *Diagnostic Kit*, in your choice of print or web versions (same content), helps you focus your study efforts by identifying any areas of supply management that need improvement. You get a sample test for the Exam(s) with a scoring chart and correct answers, including justifications and bibliographic references. Use with the CPSM® *Study Guide*.

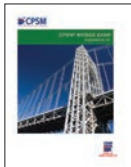
Print version, Exams 1, 2 and 3: US\$119/**US\$89 ISM members**

Print version, Bridge: US\$69/**US\$49 ISM members**

Web version, Bridge: US\$69/**US\$49 ISM members**

Web version (each Exam): US\$89/**US\$59 ISM members**

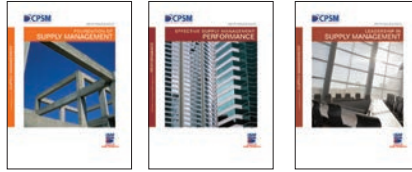
Web version set, Exams 1, 2 and 3: US\$199/**US\$149 ISM members**



*“Despite 15+ years of procurement experience, I still learned so much during my exam prep! The CPSM® certification has helped me define myself beyond a software systems expert but also as a procurement professional — one that truly can understand a purchasing department’s needs. By possessing the certification I was in a better position to encourage my employees to seek the same.”*

— Deborah Gamble, CPSM  
Technology Solutions Manager  
American Express



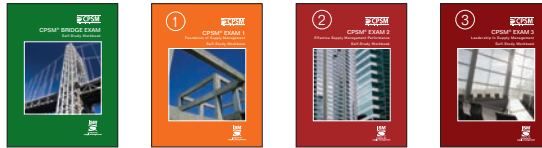


## ISM Professional Series

The ISM *Professional Series* focuses on challenges, goals and the integrated skill sets needed to be successful in strategic supply management. The series draws from all industries and levels, formulating a macro view of the profession. Each volume corresponds with one of the three CPSM® Exams.

Three-volume set: US\$329/**US\$219 ISM members**

Each volume: US\$139/**US\$99 ISM members**



## CPSM® and Bridge Exam Review Courses

In print, online and face-to-face versions, these review courses are developed according to exam specifications. They provide an overview of the material covered on the CPSM® and Bridge Exams, with resource articles, case studies and supplemental content developed by subject-matter experts. There is a post-test with justifications to evaluate your increased knowledge.

Self-study workbook courses: US\$219/**US\$169 ISM members** each workbook

Online review courses: US\$299/**US\$199 ISM members** each course

*(Online review courses available at [www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws).)*

CPSM® Exam review seminar: US\$1,899/**US\$1,599 ISM members**

Bridge Exam review seminar: US\$1,699/**US\$1,399 ISM members**

*(See Education and Training section at [www.ism.ws](http://www.ism.ws))*



## ISM Glossary of Key Supply Management Terms (5th Edition)

The *ISM Glossary of Key Supply Management Terms* is a valuable reference tool for supply management professionals, academics, researchers and students. With more than 2,400 terms, the fifth edition includes information from all disciplines of supply management. What a great study tool for the CPSM® Exams.

US\$89/**US\$59 ISM members**

## Supplemental Reading List

For those who want additional study, a Supplemental Reading List is available at [www.ism.ws](http://www.ism.ws). The Supplemental Reading List contains a variety of exam-related titles that give you additional resources in the areas of supply management.

## CPSM® cost with our best-selling study materials.

	ISM Members	Nonmembers	Bridge Exam ISM Members	Bridge Exam Nonmembers
CPSM® Study Guide (includes Bridge)	US\$79	US\$119	US\$79	US\$119
ISM Professional Series (includes Bridge)	US\$219	US\$329	US\$219	US\$329
CPSM® Diagnostic Kit, web version	US\$149	US\$199	US\$49	US\$69
Three Exams, US\$299/ <b>US\$199 ISM members</b> each exam	US\$597	US\$897	US\$199 (1 exam)	US\$299 (1 exam)
Application Fee	US\$99	US\$159	US\$99	US\$159
<b>Total</b>	<b>US\$1,143</b>	US\$1,703	<b>US\$645</b>	US\$975

ISM membership is not required to become a CPSM®. However, members do enjoy significant savings. For details on ISM membership, visit [www.ism.ws](http://www.ism.ws).

## Getting Started

Order your study materials and register for your exams at [www.ism.ws](http://www.ism.ws). Once you pass all three exams (or the Bridge Exam if you are a qualified C.P.M.), send your application to ISM with the required documentation. Exam scores are valid for four years. Most candidates take between six and 12 months to become a CPSM®.

Register, or get more information, at [www.ism.ws](http://www.ism.ws) and select Certification, or call **800/888-6276** or **+1 480/752-6276, option 8**.

Send an email to [isminfo@ism.ws](mailto:isminfo@ism.ws) with your mailing address and we'll send you How to Study in 7 Steps and the Exam Information and Registration brochures.

For group exam review and preparation at your location, call **800/888-6276** or **+1 480/752-6276**: Contact Karen Collins, extension 3123 ([kcollins@ism.ws](mailto:kcollins@ism.ws)) or Rene Yates, extension 3080 ([ryates@ism.ws](mailto:ryates@ism.ws)).

For group testing at your location, call **800/888-6276** or **+1 480/752-6276**: Kathy Braase, extension 3061 ([kbraase@ism.ws](mailto:kbraase@ism.ws)) or Trish True, extension 3086 ([ttrue@ism.ws](mailto:ttrue@ism.ws)).



**Institute for Supply Management™ (ISM)** is the first supply management institute in the world. Founded in 1915, ISM's mission is to enhance the value and performance of procurement and supply chain management practitioners and their organizations worldwide. By executing and extending its mission through education, research, standards of excellence and information dissemination — including the renowned monthly *ISM Report On Business®* — ISM maintains a strong global influence among individuals and organizations. ISM is a not-for-profit educational association that serves professionals with an interest in supply management who live and work in more than 80 countries. ISM offers the Certified Professional in Supply Management® (CPSM®) and Certified Professional in Supplier Diversity® (CPSD™) qualifications.



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ISM is a member of the International Federation of Purchasing  
and Supply Management (IFPSM)

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